

**Henlius (2696.HK)**  
**1H20 Results**  
**Investor Presentation**

August, 2020



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# Business Review

Scott Liu- CEO & Co-founder

# Mission and Vision

## MISSION

To improve patients' lives by timely providing them with quality and affordable protein therapeutics through technical innovation and operational excellence.

## VISION

Be the most trusted and admired biotech company providing innovative and affordable medicines to all patients.

▶ **Reliable Quality**

▶ **Affordable Innovation**

▶ **Biosimilars + Bio-innovatives + Combo**

▶ **Quality Focus · Global Footprints**

# Henlius Has Achieved Multiple Milestones Since 2020



- 2,000L bioreactor & 500 mg formulation approval for 汉利康® (HLX01, Rituximab)

- EMA CHMP positive opinion for HLX02 (Trastuzumab)

- EU approval for HLX02 (Trastuzumab, Zercepac®)

- China approval for HLX02 (Trastuzumab, 汉曲优®)

2020.04

2020.05

2020.07

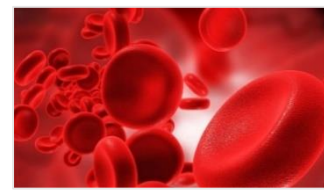
2020.08

- EU GMP certification for HLX02 (Trastuzumab)

- Completion of pilot plant at Songjiang Plant 1, continuous production plant under construction

- New indication approval for 汉利康® (HLX01, Rituximab) in China (follicular lymphoma and chronic lymphocytic leukemia)

- Primary endpoint reached for HLX04 (Bevacizumab) phase 3 clinical trial



# The Impact of COVID-19 on Henlius Is Manageable

## R&D



- R&D on track
- Started two COVID-19 projects HLX70 & HLX71

## Clinical



- Limited impact on clinical trial progress (as cancer patients are less likely to avoid treatments)

## Manufacturing



- No impact on Xuhui facility
- Songjiang Plant 2 construction delayed for 1-2 months with possibility to catch up later on

## Commercial

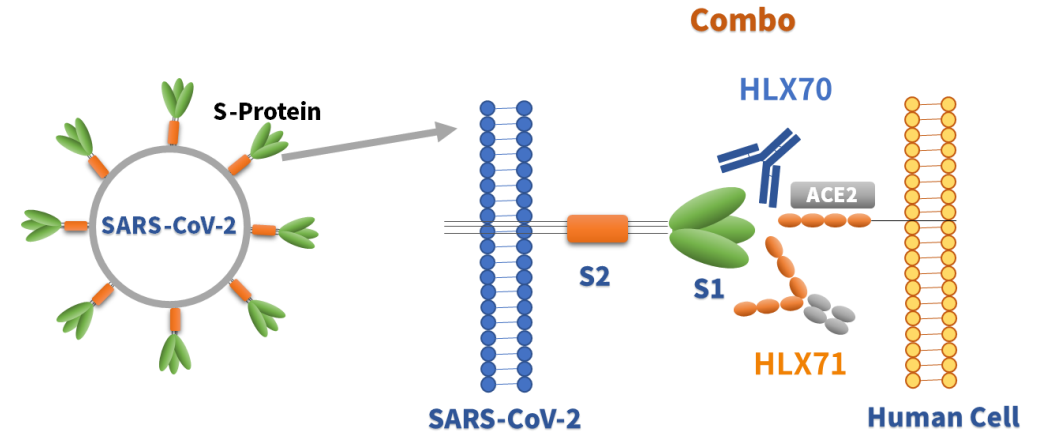


- Limited impact on 汉利康® (HLX01, Rituximab) sales
- Our commercial team recruitment as planned

# Leverage Platform Advantage, Accelerate Development of COVID-19 Drugs

## - Parallel development for potential synergy

- Received national funding support on the project of “pre-clinical research of fully human monoclonal neutralizing antibody and receptor fusion protein targeting COVID-19”
- Submitted patent application on HLX71 (ACE2-Fc receptor fusion protein) and HLX70 (Anti-S1 fully human monoclonal neutralizing antibody)/HLX71 combination therapy targeting COVID-19



### HLX70 (co-development)

Monoclonal antibody that targets the Spike protein on the surface of the COVID-19 virus

- IgG1 kappa immunoglobulin, MW of ~145kD
- ✓ Proved neutralization activity *in vitro* and efficacy in preventing and treating virus infection *in vivo* in mice
- ✓ Completed production of clinical sample
- ✓ Non-clinical safety study on-going

### HLX71 (self-development)

Human ACE2-Fc recombinant protein competitively binds to the Spike protein on the surface of the COVID-19 virus

- Glycosylated fusion protein, homodimer with MW of ~218 kDa
- C terminal fusion with IgG1 Fc: extended serum half-life; form dimer which is more similar to natural conformation
- ✓ Fully human ACE2 sequence and structure maintain affinity to the virus
- ✓ Proven neutralization activity *in vitro*, study in mice on-going
- ✓ Completed production of clinical sample
- ✓ Non-clinical safety study on-going

# We Achieved Multiple Major Milestones Since 2020

<p><b>Commercialization</b></p>	<ul style="list-style-type: none"> <li>• 汉利康® (HLX01, Rituximab) 2,000L bioreactor approved, 500mg approved, FL and CLL indications approved</li> <li>• HLX02 (Trastuzumab) approved in the EU and China</li> </ul>
<p><b>Product Development</b></p>	<ul style="list-style-type: none"> <li>• <b>One phase 3 clinical trial reached primary endpoint</b> HLX04 (VEGF) phase 3 clinical trial reached primary endpoint</li> <li>• <b>Initiated global parts of two phase 3 clinical trials</b> FPI in Turkey for two phase 3 clinical trials of HLX10 + chemo for squamous non-small cell lung cancer (sqNSCLC) and extensive-stage small cell lung cancer (ES-SCLC)</li> <li>• <b>Initiated three clinical trials</b> C-MET phase 1 clinical trial for solid tumor, HLX10+chemo phase 2 clinical trial for cervical cancer (CC), HLX10+HLX07 phase 2 clinical trial for head &amp; neck squamous cell carcinoma (HNSCC)</li> <li>• <b>Received four IND approvals</b> HLX11 (HER2)、HLX13 (CTLA-4), and HLX14 (RANKL) INDs approved by NMPA, HLX56 (DR4) IND approved by TFDA</li> </ul>
<p><b>BD</b></p>	<ul style="list-style-type: none"> <li>• <b>HLX02 (Trastuzumab) license-out - strategic cooperation with Mabxience</b> Reached exclusive development and commercialization license agreements in 3 South American countries for HLX02 (trastuzumab)</li> <li>• <b>Cooperation with Sanyou Bio and ZJ Bio-Tech to develop COVID-19 antibody drug</b> Proven neutralization activity <i>in vitro</i> and efficacy in preventing and treating virus infection <i>in vivo</i> in mice</li> <li>• <b>Cooperation with Accord amended</b> HLX02 60mg and 420mg license-out added, royalties increased from 13.5%-25% to 15%-26.5%</li> </ul>
<p><b>Company Development</b></p>	<ul style="list-style-type: none"> <li>• <b>Further capacity increase</b> Xuhui facility's commercial production capacity increased to 20,000L, Songjiang Plant 1 started pilot production, construction of Songjiang Plant 2 as planned</li> <li>• <b>Initiated STAR Board listing application</b> Started on March 30, 2020</li> <li>• <b>Growing company size</b> 1,629 full-time employees (as of June 30, 2020)</li> </ul>



# 汉利康® (HLX01, Rituximab) Production Capacity Significantly Increased; Two New Indications Approved



2019.02 HLX01(汉利康®) NDA approved by NMPA

-- China's first approved monoclonal biosimilar based on "Guiding Principles of Biosimilars"

2019.02 Research on HLX01 similarity published on journal of *mAbs*

-- China's first published article to evaluate similarity of biosimilars

2019.05 The first prescription written of 汉利康®

-- China's first commercially launched biosimilar

2020.04 2,000L bioreactor approved for 汉利康®

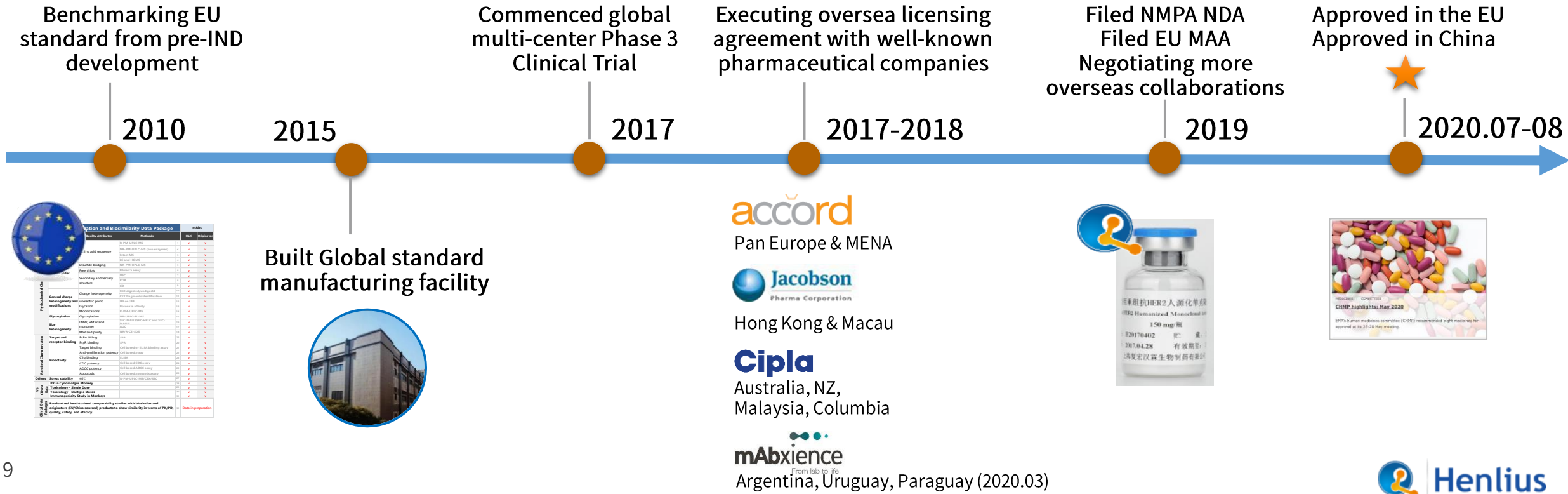
2020.07 Two new indications approved for 汉利康®: follicular lymphoma and chronic lymphocytic leukemia



Source: EMA, FDA and NMPA websites

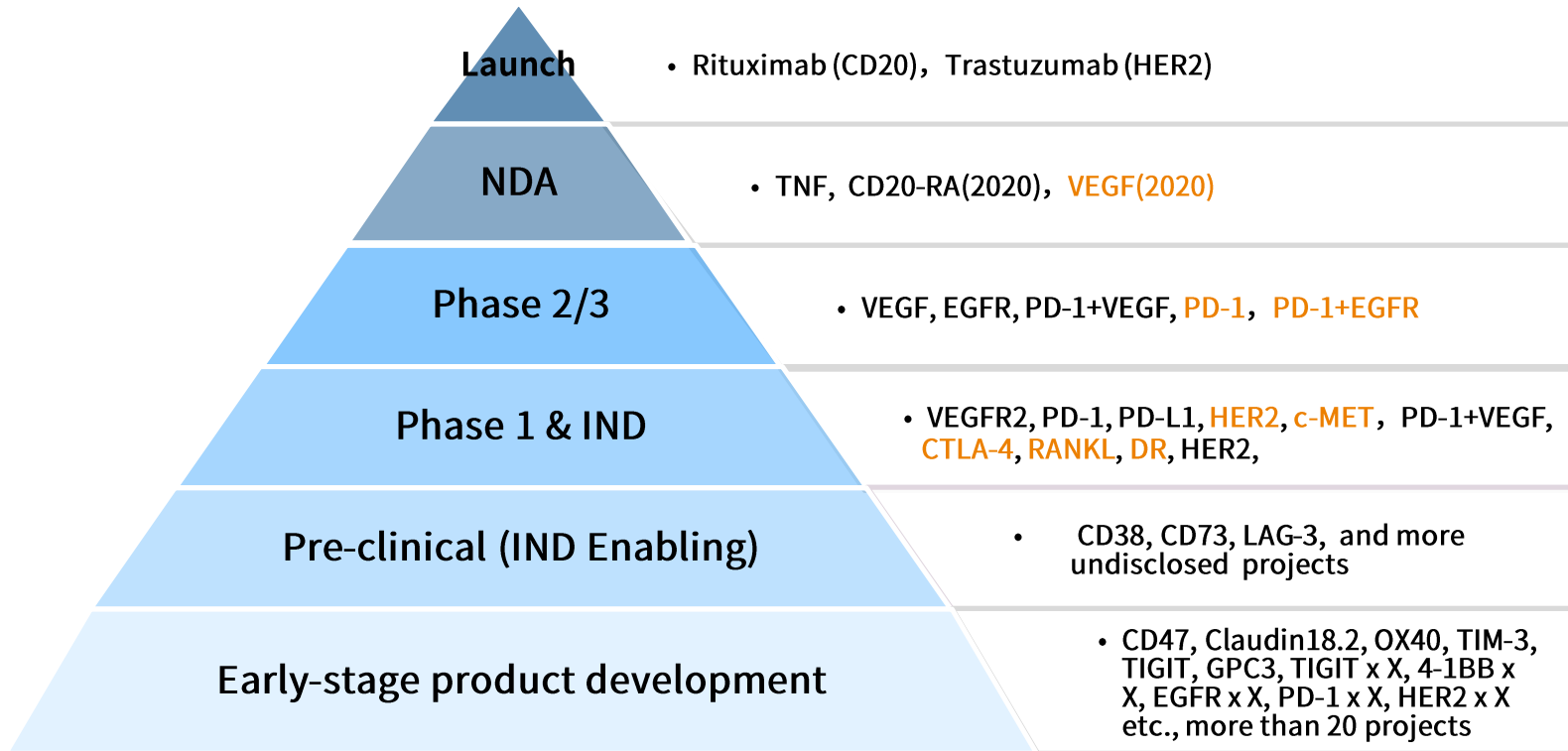
# Implementation of Globalization Strategy of 汉曲优® (HLX02, Trastuzumab)

- First Made-in-China trastuzumab, brand name: 汉曲优® (2020.08)
- First “Chinese” trastuzumab approved by the EU, brand name: Zercepac® (2020.07)
- China’s first trastuzumab developed based on “Guiding Principles of Biosimilars” with NDA accepted by NMPA (2019.04)
- China’s first biosimilar with global multi-center phase 3 clinical trial (2017-2019)



# Significant Progress on Clinical Research

- One phase 3 trial reached primary endpoint, initiated global parts of two phase 3 trials, two phase 2, and one phase 1 trials, four INDs approved



- One phase 3 clinical trial reached primary endpoint:
  - ✓ HLX04 (Bevacizumab) (mCRC)
- Initiated global parts of two phase 3 clinical trials:
  - ✓ HLX10 (PD-1) + Chemo (sqNSCLC, Turkey)
  - ✓ HLX10 (PD-1) + Chemo (ES-SCLC, Turkey)
- Initiated two phase 2 clinical trials :
  - ✓ HLX10 (PD-1) + Chemo (CC)
  - ✓ HLX10+HLX07 (PD-1+EGFR, HNSCC)
- Initiated one phase 1 clinical trial :
  - ✓ HLX55 (c-MET, solid tumor)
- Four INDs approved:
  - ✓ HLX11 (Pertuzumab, NMPA)
  - ✓ HLX13 (Ipilimumab, NMPA)
  - ✓ HLX14 (Denosumab, NMPA)
  - ✓ HLX56 (DR4, TFDA)

# Comprehensive Bispecific Antibody Platforms, Multiple Products Expected to File IND in 2021

- Successfully established super-large size ( $2 \times 10^{12}$ ) humanized llama VHH phage library
- Actively advancing 20 preclinical studies on VHH or scFv-based new multi-function antibody/fusion protein projects
- Submitted relevant China and global patent applications, obtained China patent authorization on relevant TIGIT sdAb
- HLX301 (bispecific antibody with TIGIT target) and HLX35 (bispecific antibody with 4-1BB target)
  - ✓ Completed preliminary preclinical *in vitro* and *in vivo* studies, and cell line development
  - ✓ Further preclinical assessment on-going
  - ✓ IND filing expected in 2021

## HLX301: TIGIT x X Bispecific Antibody - T/NK Checkpoint Blockade

Target selection	<ul style="list-style-type: none"> <li>• Both TIGIT and X are expressed on T and NK cells. It belongs to different tumor immune escape pathways</li> </ul>
Mode of Action	<ul style="list-style-type: none"> <li>• Simultaneous blockade of 2 checkpoint molecules. Dual mechanisms limit tumor immune escape</li> <li>• Reactivation of exhausted T cells</li> <li>• Resistance is expected to be overcome</li> </ul>
Clinical prospects	<ul style="list-style-type: none"> <li>• Solid tumors</li> <li>• It is expected to develop effective biomarkers: T cells and tumor cells</li> </ul>
Competition & Differentiation	<ul style="list-style-type: none"> <li>• Combo Ph2/3 trials ongoing (Genentech, Merck, BMS)</li> <li>• First-in-Class</li> </ul>
Preclinical study	<ul style="list-style-type: none"> <li>• HLX301 has better efficacy than mAb</li> <li>• HLX301 has better survival benefits than combo</li> </ul>

## HLX35: 4-1BB x TAA Bispecific Antibody

Target selection	<ul style="list-style-type: none"> <li>• Tumor site 4-1BB co-stimulation enhances efficacy and reduce AE</li> </ul>
Mode of Action	<ul style="list-style-type: none"> <li>• TAA induces clustering of 4-1BB on T/NK cells for co-stimulation, and enhance co-stimulation signals</li> </ul>
Clinical prospects	<ul style="list-style-type: none"> <li>• Solid tumors (head and neck, colorectal cancer)</li> <li>• Patients with monoclonal antibody resistance</li> </ul>
Competition & Differentiation	<ul style="list-style-type: none"> <li>• Several 4-1BB mAb trials and other TAAx4-1BB molecules reported</li> <li>• First-to-IND potential: no report of xxx x4-1BB by other companies</li> </ul>
Preclinical study	<ul style="list-style-type: none"> <li>• HLX35 is more efficacious than anti-4-1BB and anti-TAA mAb alone or combination in a colon cancer (LoVo) xenograft model</li> </ul>

# Henlius Has a Comprehensive & Diversified Pipeline with Multiple Products Achieved Progress

	Product (Reference Drug)	Target	Indication	Pre-Clinical	IND	Phase 1	Phase 2	Phase 3	NDA	Launched	Partners (Territory)		
Launched	汉利康®(rituximab) <sup>[1]</sup>	CD20	NHL	[Progress made during reporting period]						Fosun Pharma (China)   BIOSIDUS (South America)   FARMA DE COLOMBIA (South America)   Ascantage Pharma ACCORD (Europe, MENA, CIS)   CIPLA (APAC, South America)   JACOBSON (HK, Macau)   Mabxience (South America)			
	汉曲优® (trastuzumab) <sup>[2]</sup>	HER2	BC/mGC	[Progress made during reporting period]						Fosun Pharma (China)			
Near commercialization	HLX01 (rituximab)	CD20	RA <sup>[3]</sup>	[Progress made during reporting period]						Fosun Pharma (China)			
	HLX03 (adalimumab) <sup>[4]</sup>	TNF-α	PS/AS/RA	[Progress made during reporting period]						Fosun Pharma (China)			
	HLX04 (bevacizumab)	VEGF	mCRC/nsNSCLC wAMD/DR <sup>[3]</sup>	[Progress made during reporting period]						Fosun Pharma (China)			
Clinical Stage	HLX10	+Mono	PD-1	MSI-H/dMMR Solid Tumors	[Progress made during reporting period]						KG BIO Southeast Asia *HLX10 mono and 2 combo   WuXiDiagnostics		
			HBV	HBV	[Progress made during reporting period]						KG BIO Southeast Asia *HLX10 mono and 2 combo   WuXiDiagnostics		
		+Chemo	PD-1	mESCC	[Progress made during reporting period]						KG BIO Southeast Asia *HLX10 mono and 2 combo   WuXiDiagnostics		
			PD-1	sqNSCLC	[Progress made during reporting period]						KG BIO Southeast Asia *HLX10 mono and 2 combo   WuXiDiagnostics		
	+HLX04	PD-1+VEGF	ES-SCLC	[Progress made during reporting period]						KG BIO Southeast Asia *HLX10 mono and 2 combo   WuXiDiagnostics			
			GC	[Progress made during reporting period]						KG BIO Southeast Asia *HLX10 mono and 2 combo   WuXiDiagnostics			
	+HLX07	PD-1+EGFR	CC	[Progress made during reporting period]						KG BIO Southeast Asia *HLX10 mono and 2 combo   WuXiDiagnostics			
			nsNSCLC	[Progress made during reporting period]						KG BIO Southeast Asia *HLX10 mono and 2 combo   WuXiDiagnostics			
	HLX07	EGFR	HCC	[Progress made during reporting period]						KG BIO Southeast Asia *HLX10 mono and 2 combo   WuXiDiagnostics			
	HLX05 (cetuximab) <sup>[5]</sup>	EGFR	SCCHN	[Progress made during reporting period]						Shanghai Jingze (China)			
	HLX12 (ramucirumab)	VEGFR2	mCRC	[Progress made during reporting period]						Shanghai Jingze (China)			
	HLX20	PD-L1	GC/mNSCLC	[Progress made during reporting period]						WuXiDiagnostics			
	HLX22★	HER2	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
	HLX55 <sup>[6]</sup> ★	c-MET	BC/GC	[Progress made during reporting period]						WuXiDiagnostics			
HLX11 (pertuzumab)	HER2	BC	[Progress made during reporting period]						WuXiDiagnostics				
HLX13 (ipilimumab)	CTLA-4	Melanoma/RCC/mCRC	[Progress made during reporting period]						WuXiDiagnostics				
HLX56 <sup>[7]</sup> ★	DR4	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics				
HLX14 (denosumab)	RANKL	OP	[Progress made during reporting period]						WuXiDiagnostics				
BsAb	HLX301★	TIGIT bispecific	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
	HLX35★	4-1BB bispecific	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
	HLX304★	OX40 bispecific	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
Pre-clinical Stage	HLX71	S1 protein of SARS-CoV-2	COVID-19	[Progress made during reporting period]						WuXiDiagnostics			
	HLX70	S1 protein of SARS-CoV-2	COVID-19	[Progress made during reporting period]						WuXiDiagnostics			
	HLX15 (daratumumab)	CD38	MM	[Progress made during reporting period]						WuXiDiagnostics			
	HLX26	LAG3	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
	HLX23	CD73	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
	HLX16 (evolocumab)	PCSK9	FH/ASCVD	[Progress made during reporting period]						WuXiDiagnostics			
	HLX24	CD47	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
	HLX58	Claudin 18.2	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
	HLX59	CD27	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
	HLX51	OX40	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
	HLX52	TIM-3	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics			
HLX53	TIGIT	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics				
HLX63	GPC3	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics				
HLX60	GARP	Solid Tumors	[Progress made during reporting period]						WuXiDiagnostics				

[Progress made during reporting period]

- ★ Potential to be first in class
- Tumour-specific target
- Angiogenesis target
- Tumour immunology target
- Combination therapy
- Others
- Bispecific

[1] Approved by the NMPA in February 2019, being the first domestic biosimilar

[2] Approved in the EU in July 2020 (EU brand name: Zercepac®); approved in China in August 2020 as the first Chinese mAb biosimilar launched in both China and the EU (China brand name: 汉曲优®).

[3] Considered as bio-innovative medicine since the reference product has not yet been approved for the relevant indications

[4] NDA for HLX03 has been accepted by the NMPA

[5] Commercialization rights in China have been granted to Shanghai Jingze

[6] Commercialization rights in China and certain countries in Southeast, Central and South Asia were obtained

[7] Commercialization rights in China were obtained

# Combo + Global Strategy of PD-1 Advanced Steadily

- First patient dosed in **Turkey** for two phase 3 clinical trials of HLX10 (PD-1) + chemo for sqNSCLC and ES-SCLC
- First patient dosed in **HLX10(PD-1) + HLX07(EGFR)** phase 2 clinical trial for HNSCC

## Combo

### ■ Combo with current mAbs



I/O targets



Anti-angiogenesis targets

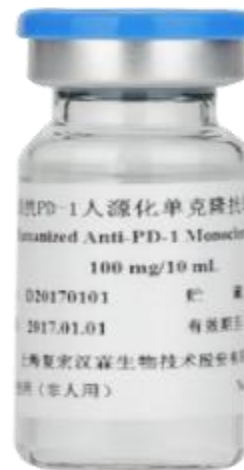


Tumor-specific targets

### ■ Strong self-developed pipeline to create more combo therapies

- ✓ Flexible combo
- ✓ Fast development
- ✓ Cost advantage

### ■ Combo with chemo/radiation



**Henlius**

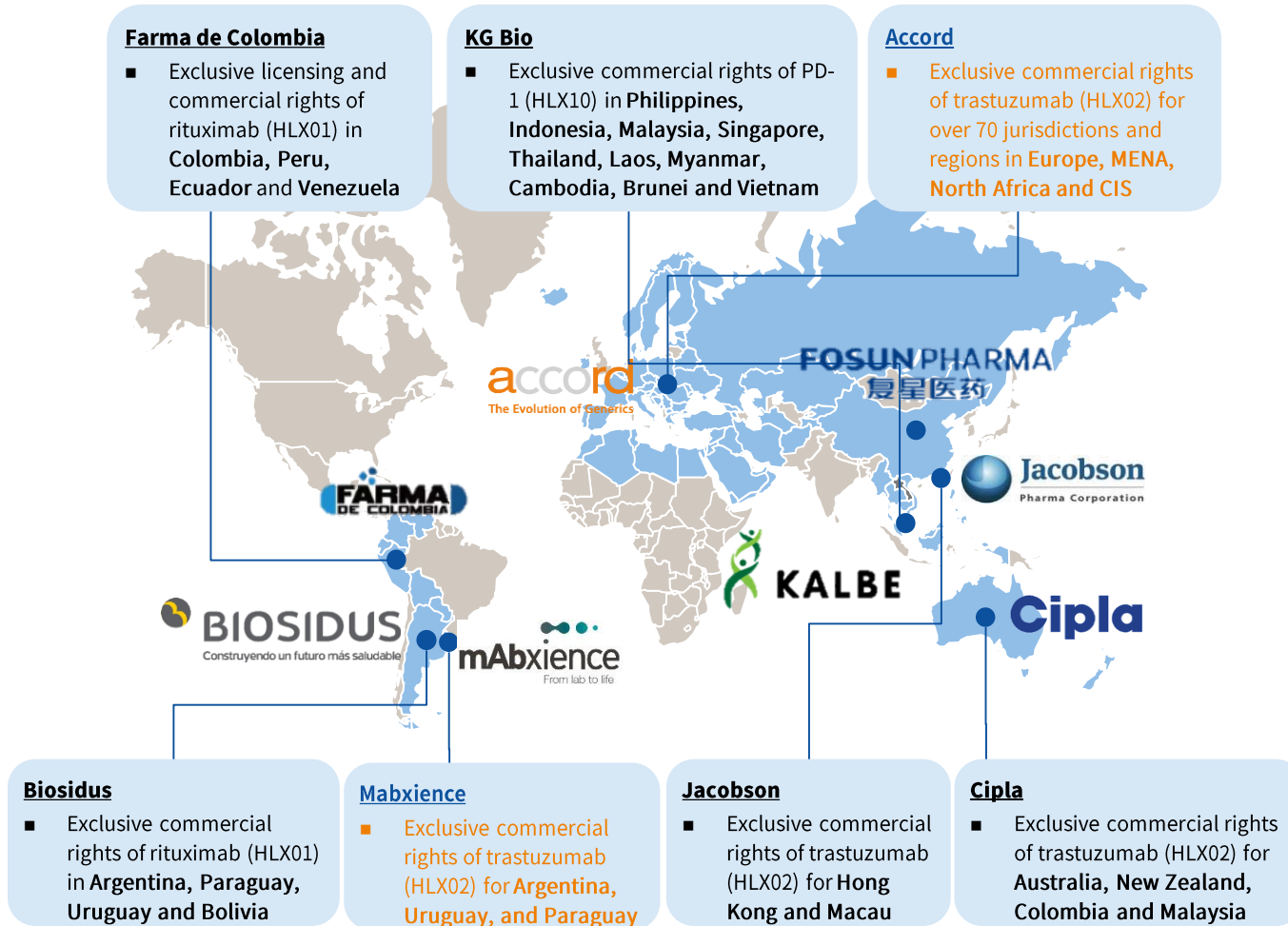
**HLX10 (PD-1)**

## Global

- Global multi-center clinical trials
- Enter major markets with global quality
- Enter emerging markets by leveraging FDA/EMA approvals
- Global BD partnership



# Domestic & Global Cooperation Further Strengthened



## Domestic cooperation

- Cooperation with Fosun Kite  
Advanced innovative development of solid tumor cell therapy
- Cooperation with Sanyou Bio and ZJ Bio-Tech to develop COVID-19 antibody drug  
Proven neutralization activity *in vitro* and efficacy in preventing and treating virus infection *in vivo* in mice

## Global cooperation

- Reached agreement with Mabxience on HLX02  
Exclusive commercial rights of HLX02 for Argentina, Uruguay, and Paraguay
- Cooperation with Accord amended  
HLX02 60mg and 420mg license-out added  
Royalties increased from 13.5%-25% to 15%-26.5%

# Commercial Capacity Further Increased, Capacity Planning Implemented Steadily



## Xuhui Facility

- Commercial capacity increased from 2,000L in 2019 to current **20,000L**
- Support commercial manufacturing for 汉利康® (HLX01, Rituximab), 汉曲优® (HLX02, Trastuzumab), and HLX03 (Adalimumab) to be approved in 2H20
- Received EU GMP certification



## Songjiang Plant 1

- Planned capacity of 24,000L
- **Started pilot production in 2Q20**
- Prepare for production needs before commercial operation of Songjiang Plant 2



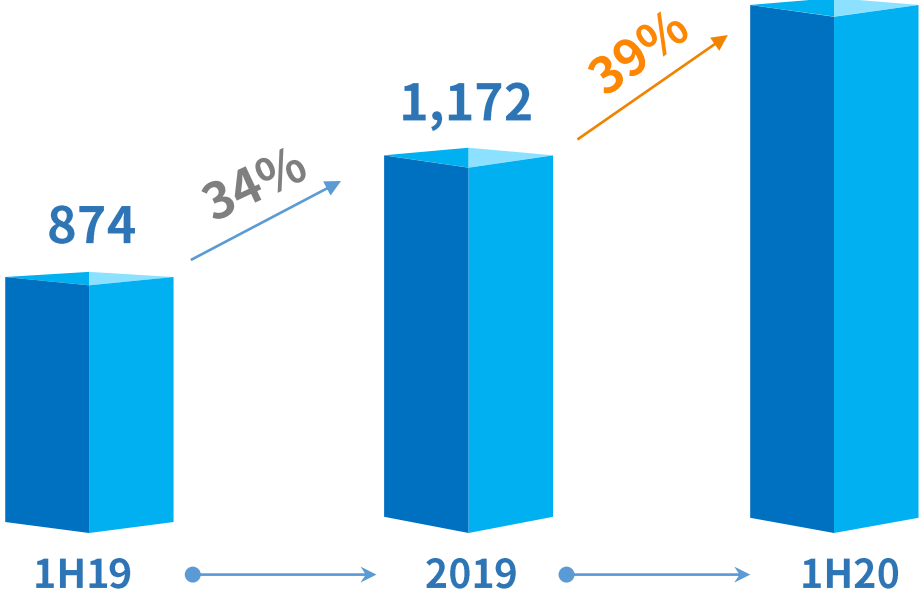
## Songjiang Plant 2

- Total planned land use of about 33 acres
- Construction started in June 2019
- Completion, and pilot production expected in 2021



# The Number of Employees Rapidly Grew with Commercial Team Expanding Quickly

The # of employees rapidly grew **1,629**



Commercial team expanded quickly



# Growing Management Team with Rich Global Experience



**Dr. Scott Liu**

*Chief Executive Officer, Co-founder*

- 25+ years of experience in biopharmaceutical R&D, manufacturing and quality management
- Former vice president of UBI, director of quality control at BMS and Amgen
- “Technical Operations Presidential Award” by BMS
- Ph.D. in biology at Purdue University and Postdoctoral researcher at Stanford University



**Dr. Weidong Jiang**

*Chief Science Officer, Co-founder*

- 25+ years of experience in biopharmaceuticals R&D and manufacturing
- Former director and senior researcher at Vasgene Therapeutics, Applied Molecular Evolution, ChemGenics, Microcide, Eli Lilly and Catalyst Biosciences
- Ph.D. in natural sciences biology at University of Giessen, postdoctoral training in biology at University of California



**Wenjie Zhang**

*President*

- 25 years of commercial operation experience in pharmaceutical industry
- Former business head, business vice president and general manager at Bayer China, Roche China and Amgen China
- MBA in Yale University and bachelor degree of microbiology in Shandong University

Bristol-Myers Squibb



**Xinjun Guo**

*Board Secretary,  
Head of  
Government Affairs  
and Public  
Relations*



**Zidong Zhang**

*Chief Financial Officer*



**Wei Huang**

*Head of  
Manufacturing &  
Engineering*



**Cecie Jiang**

*Head of Quality  
Management*



**Simon Hsu**

*Head of Technical  
Operations & CMC*



**Ningshu Liu**

*Co-Chief Science  
Officer*



**Ping Cao**

*Head of Business  
Development*



**JB Duval**

*Head of European  
Commercial  
Operation*



# Commercial Operation

Wenjie Zhang - President

# 汉利康® (HLX01, Rituximab) & HLX03 (Adalimumab) – Strong 1H20 Performance Will Continue Strengthening Collaboration with Fosun Pharma in 2H20



- As of 1H20, 汉利康® has gained medical insurance access in **29/30 provinces** and completed formal online tendering/ procurement filing in **26 provinces**
- 2020. 04 汉利康® **2,000L** bioreactor was approved
- 汉利康® 500mg formulation was approved by NMPA, providing optimized dose combination for clinical practice

- HLX03 **PFS (prefilled syringe)** formulation development plan has been confirmed by Manufacturing & Technical Operations departments in 1H20
- RA patient online management system has improved cross-functionally; meanwhile, an online platform “**优医学院**” is under construction
- In 2H20, Henlius will continue to accelerate the **NDA approval** process for HLX03



# 汉曲优® (HLX02, Trastuzumab) - A New Treatment Choice of Global Quality in Anti-HER2 Space; Approved in the EU in July and in China in August 2020



HLX02 EMA MAA accepted

2020.04



2020.04



EU GMP certification for HLX02



EMA CHMP positive opinion for HLX02

2020.05



2020.07



EU approval for HLX02 (Zercepac®)



2020.08



China approval for HLX02 (汉曲优®)

汉曲优<sup>®</sup> received China NMPA approval in Aug 2020, and will benefit more China HER2+ patients as the first “Made-in-China” trastuzumab

# 异曲同功 秀外惠中

为HER2阳性乳腺癌/胃癌患者提供更优化的治疗选择



# 汉曲优® (HLX02, Trastuzumab) - A Strong Commercial Team Is Fully Prepared for Launch Excellence



Wenjie  
ZHANG  
*President*



Characteristics of commercial core leadership team: 1) highly professional; 2) excellent career record; 3) strong leadership



Kurt YU  
*Marketing & Commercial Operation*



Wallis ZENG  
*Sales Operation*



Jun GE  
*Operation Effectiveness*



Xiaoxiao QIAN  
*Strategic Planning*



# 汉曲优® (HLX02, Trastuzumab) – We Are Officially Launching “Not Leaving Any HER2+ Patient Behind” Flagship Program

Create a win-win ecosystem for patients’ total solutions by collaborating with diverse stakeholders

## Collaboration on Physician Education

- Collaborate with medical societies, facilitate at community level
- Empower innovative academic communication platforms and online activities

## Collaboration on Testing & Diagnosis

- Collaborate with biomarker testing companies and pathological centers to improve HER2 testing rate and HER+ rate

## Collaboration on Patient Affordability

- Collaborate with insurance companies to improve patients’ affordability



## Collaboration on Market Access

- Collaborate with the government to promote the research of biosimilar medical insurance policy and payment standards
- Collaborate with commercial companies to maximize market and hospital access

## Collaboration on Big Data

- Collaborate with big data companies to strengthen PMS\* capabilities and to complement clinical evidence from Chinese patients

## Collaboration on Patient Education

- Collaborate with academic societies and patient groups to reduce HCP/ patients communication cost and increase adherence



# 汉曲优® (HLX02, Trastuzumab) – Establish an Efficient and Integrated Commercial Operation System

Compliance is the ultimate foundation for Henlius' sustainability of business growth

## Market Access

Collaborate with academic institutions on biosimilar pricing management research

Prepare in advance, quickly complete entering provincial and integrated-planning area medical insurance system

Establish pricing strategy and payment plan that fit mid-/long-term growth

## Channel

Select high-quality distributors and DTP pharmacies, establish efficient business channels

Establish an optimized pricing system, stabilize product price

Advocate biosimilars, obtain better bidding/ access outcomes

## Marketing

Create strategic partnership-enabled ecosystem

International top-quality standards for competitive differentiation

Build a PhIRDA2 Biosimilar Platform, establish industry leadership

# 汉曲优® (HLX02, Trastuzumab) Sales Operation – Agile, Innovative, Practical, and Compliant

Customer-centric and compliance-based collaboration across departments, corporates, or even industries



## Team Set-up

- Establish a highly experienced and professional sales management team
- Set up a sales force team consisted of young professionals with entrepreneurship
- Establish an efficient and practical training system
- Set up regional sales operation centers with components of access, marketing, channel, KA, training and SA



## Sales Model

- Patient-centric, professionalism-driven
- Establish long-term strategic collaboration with key medical centers/ institutes to accelerate hospital access
- Innovative definition of market range and coverage, especially focusing on the broad market in the initial stage



## Sales Management

- Establish provincial mechanism and strengthen RSO's responsibilities
- Improve sales-operation-relevant policies, systems, and processes, to ensure that sales activities are well regulated and executed effectively
- Go online CRM customer management system

# Commercial Manufacturing - Three Major Manufacturing Milestones Achieved as Scheduled in 1H20

## Xuhui Facility



- 2020.04 2,000L bioreactor approved for 汉利康® (HLX01, Rituximab)
- 2020.04 EU GMP approved for HLX02 (Trastuzumab)
- 20,000L manufacturing capacity

## Songjiang Plant 1



- 2020.04 Commenced pilot production
- Planned capacity of 24,000L
- Prepare to fill in the demand before Songjiang Plant 2 is ready

## Songjiang Plant 2



- Total area ~33 acres
- Started construction in June 2019
- Completion and pilot production expected in 2021



### Wei Huang

SVP  
Manufacturing & Engineering  
Past work experience with  
Newa, REG, Fluor, Baxter



### Simon Hsu

SVP  
Technical Operations & CMC  
Past work experience with Pieris,  
Takeda, AstraZeneca, Alexion



### Cecie Jiang

SVP  
Quality Management  
Past work experience with TwiB,  
Aphena, Boehringer Ingelheim

# Henlius Three Manufacturing Bases Are Steadily Upgrading or Constructing

## Xuhui Facility



- Successful completion of 汉利康® (HLX01, Rituximab) 500L to 2,000L commercial production capacity
- Total capacity increased to 20,000L
- Explore multiple options to increase manufacturing capacity

## Songjiang Plant 1



- Songjiang Plant 1 pilot plant construction has completed; continuous production plant is under construction
- Songjiang Plant 1 entered GMP production in 2Q20, starting manufacturing products for clinical studies

## Songjiang Plant 2



- Songjiang Plant 2 Stage 1 construction completed; two manufacturing buildings' structural roof-sealing completed in Aug 2020
- DS plant design changed to hybrid of single-use and stainless steel, in the purpose of increasing production capacity and reducing COGS, which would be set the foundation of 2nd and 3rd generation technology



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# Financial Review

Zidong Zhang – CFO

# Significant Sales Growth in 1H20; ~43% Growth in R&D Expenditure; Cash and Cash Equivalents of ¥ 1.15B

## Revenue

- RMB 110.4M sales from main operating business in 1H20, mainly from profit sharing of our core product 汉利康®

## R&D expenditure

- RMB 756.9M R&D expenditure in 1H20 (+43.2% vs 1H19)
- Among which RMB 393.0M expensed (51.9%), RMB 363.9M capitalized (48.1%)

## Financial status

- As of June 30, 2020, current assets of RMB 1,671.5M mainly include:
  - ✓ **Cash & cash equivalents of RMB 1,146.4M**
  - ✓ Inventories of RMB 165.0M
  - ✓ Prepayments, deposits and other receivables of RMB 264.9M
- As of June 30, 2020, total bank borrowings were RMB 403.4M



**Henlius** 复宏汉霖

**Reliable** Quality | **Affordable** Innovation

